



U.S. General Services Administration

# Federal Acquisition Service

## Interagency Contracting Overview

**Les Yamagata – Deputy Regional Commissioner  
General Services Administration**

# Overview – “Drill Down”

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- **Interagency Acquisitions**
  - **Direct Acquisition**
  - **Assisted Acquisitions**
  - **Assisted Acquisitions Support from GSA, Pacific Rim Region**
    - **Pre and Post Award Services**
    - **Value Proposition(s)**

# Interagency Acquisitions

## ➤ FAR 17.501(a)

Interagency acquisitions are commonly conducted through indefinite-delivery contracts, such as task and delivery-order contract. The indefinite-delivery contracts used most frequently to support interagency acquisitions are Federal Supply Schedules (FSS), Government-wide acquisitions contracts (GWACs) and Multi-Agency contracts (MACs)

# Overarching Guidance in Utilizing Interagency Acquisitions

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- **Three focus areas:**
  - **Acquisition Planning and Market Research**
    - **Selection of the appropriate method to meet requirement that is in the best interest of the agency**
  - **Enhanced Competition (Section 803)**
  - **Compliance with fiscal law**
    - **Bona fide needs rule**
    - **Purpose, time and amount**

# Benefits of Interagency Acquisitions

- **Leveraging the Government's Buying Power**
- **Simplifies the method of procuring commonly used commodities and services**
- **Improves efficiency and timeliness**
- **Plays a critical role in allowing agencies to accomplish their missions**
- **Streamlines the procurement process**

# What is a “Direct Acquisition”?

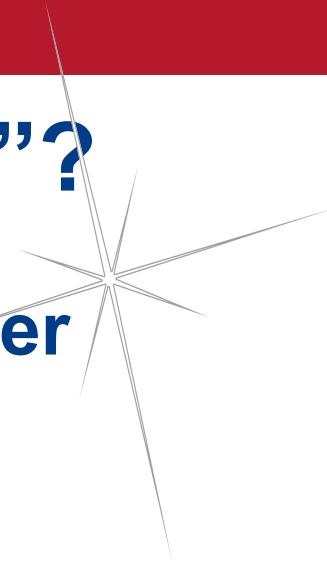
- **DFARS 217.7801- “A task or delivery order placed by a DoD official under a contract awarded by a non-DoD agency.”**
- **Multiple Award Schedules**
- **Government Wide Acquisition Contracts (GWACs)**
- **Multiple Award Task and Delivery Order Contracts (MACs)**



## **Direct Acquisitions (continued)**

- **Requesting agency shall make a determination that a direct acquisition is the best procurement approach, with an analysis, including such criteria as:**
  - **Suitability of the contract vehicle**
  - **Administrative cost savings**
  - **Lower price and greater number of vendors**
  - **Reasonableness of access fee**

# What is an “Assisted Acquisition”?

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- **Definition: A contract, task/delivery order placed on behalf of DoD by a non-DoD agency**
    - **Existing GSA contracts**
    - **Other agency contracts**
    - **New contract actions**




## **Assisted Acquisitions (continued)**

- **The requesting agency shall make a determination that an assisted acquisition is the best procurement approach and requires concurrence by the requesting agency's responsible contracting office**
- **Pursuant to the agency's internal policy, the determination shall include an analysis of**
  - Satisfies schedule, performance and delivery requirements
  - Cost effectiveness
  - Will result in the use of funds in accordance with appropriation limitations and with agency's internal policies

# **Assisted Acquisitions (continued)**

- **Prior to the issuance of a solicitation, the servicing agency and the requesting agency shall enter into an Interagency Agreement (IA). The IA establishes the roles and responsibilities, including:**
  - **Acquisition Planning**
  - **Contract Execution**
  - **Contract Administration**
  - **Applicability of any unique terms and conditions**

# DoD Policy on Interagency Agreements


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- **DoD organizations may enter into interagency agreements with non-DoD federal activities when:**
    - **Funding is available to pay for the support**
    - **The agreement is in the best interest of the Government**
    - **The supplying activity is able to provide the support**
    - **Interagency Acquisitions**
    - **The support cannot be provided as conveniently or economically by a commercial enterprise, and**
    - **The agreement does not conflict with any other agency's authority**
  - **Determinations must be approved by the head of the major organizational unit requesting the support**

# **DoD Policy for Interagency Agreements - Commodities**



**When an order is placed by the assisting/servicing agency, there needs to be an expectation that the goods will be delivered by the end of the current fiscal year. While unforeseen delays may occur, there needs to be a reasonable basis for the expectation of current fiscal year delivery.**

# Acquisition Planning and Market Research

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- **DoD Memo – “Proper Use of Non-DoD Contracts (10/2004)”**
  - **Must evaluate whether using a non-DoD contract is in the best interest of the DoD considering –**
    - **Requirements**
    - **Schedule**
    - **Cost Effectiveness**
    - **Contract Administration**
  - **Ensure the work is within scope of the contract**
  - **Must provide DoD-unique terms and conditions for incorporation by the assisting agency**

# Why Market Research?

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- The purpose of market research is simply, “**Picking the right tool for the right job.**”
    - Shapes the development of acquisition requirements and strategies
    - Supports active and good acquisition decision making
    - Facilitates acquisition documentation requirements
    - Mandates for assessing the commercial marketplace
    - Leverages commercial products and services in solving complex acquisition challenges

***Bottom Line ....***

***Effective market research is plain good business sense!***

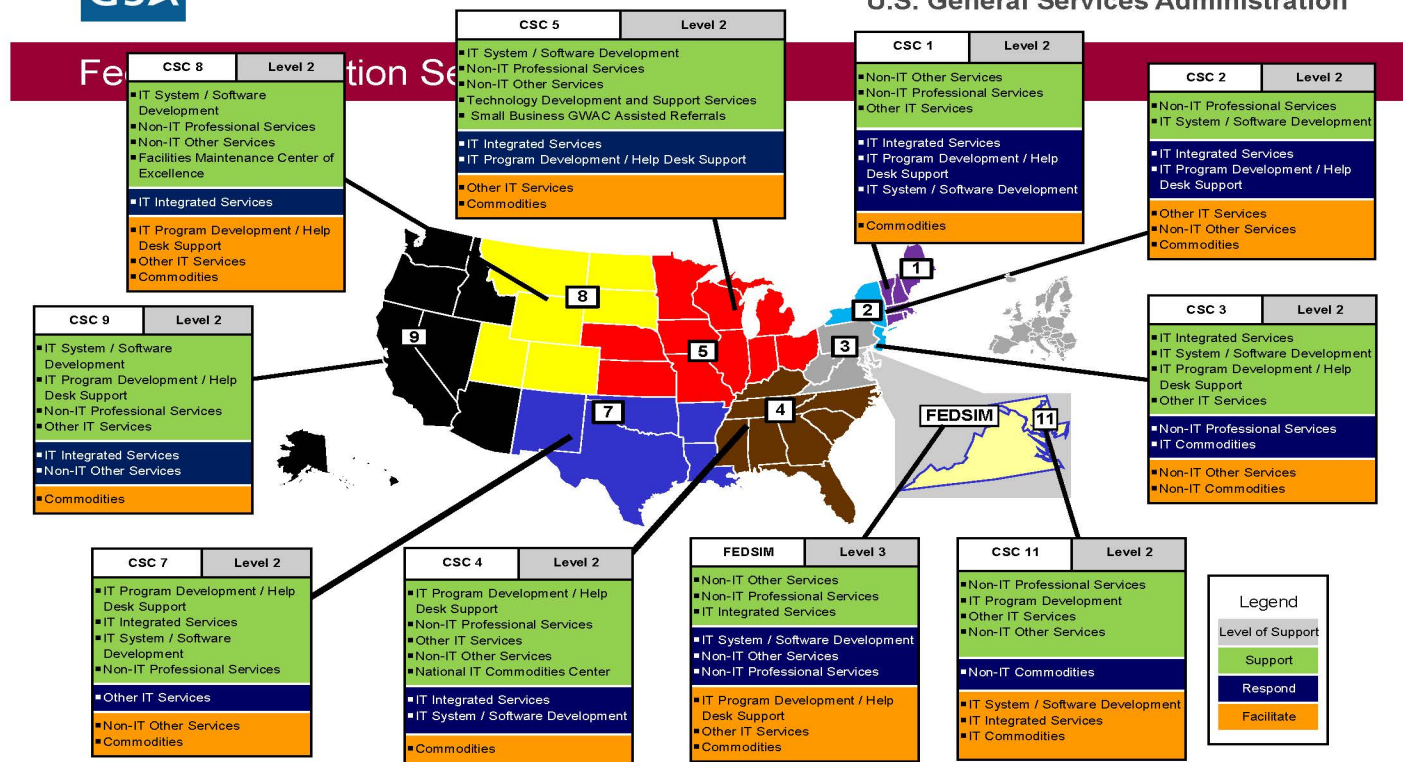


# Federal Acquisition Service



## AAS Enterprise (National)

U.S. General Services Administration



Approximately 350 FTEs (130 in FEDSIM)



# **GSA, FAS, Pacific Rim Assisted Acquisition Services**

- **Mission: The Assisted Acquisition Services (AAS) offers value-added, customized, acquisition, project management, and financial management services for Information Technology and Professional Services**
- **Value Proposition:**
  - **Achieve success through acquisition, technical, project management and financial management excellence**
  - **Perform efficient and effective acquisitions to attain best value for the client and taxpayers**
  - **Deliver a consistent and exemplary acquisition experience for clients and industry partners**

# **Assisted Acquisition Services Pre-Award Support**

## **➤ Technical Support**

- Collaborates directly with the Customer**
- Performs requirements analysis**
- Conducts market research**
- Crafts/Assists with Performance Work Statement**
- Authors/Assists with preparation of Independent Government Cost Estimate**

# **Assisted Acquisition Services Pre-Award Support (continued)**

## **➤ Acquisition Support**


- Develops Acquisition Strategy and Options**
- Develops Acquisition Plan**
- Prepares Solicitation**
- Issues Solicitation**
- Conducts Acquisition**

# **Assisted Acquisition Services Pre-Award Support (continued)**

## **➤ Acquisition Support**

- Reviews and evaluates proposals**
  - Prepares award documentation**
  - Ensures compliance with all applicable  
Federal regulations and policies**
  - Provides Legal support**
  - Awards Task Orders, BPAs, Contracts, etc...**
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# **Assisted Acquisition Services Post Award Support**

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- **Task Order/Project Management Support**
    - Tracks deliverables against the timeline
    - Manages milestones, schedules and costs
    - Monitors the contractor's performance
    - Accepts, reviews, and approves invoices
    - Performs problem resolution
    - Chairs progress reviews
    - Handles contract close outs

# **Assisted Acquisition Services Post Award Support (continued)**

## **➤ Financial Support**

- Manages project funding and reports**
- Accepts invoices and prepares receiving reports**
- Pays invoices**


# Our Acquisition Team Construct

The Acquisition Team leverages acquisition and program management expertise to deliver best value and innovative acquisition solutions to its clients





# Customer & GSA Joint Responsibilities

- **Early and open communication**
  - **Set realistic expectations for each other**
  - **Continue collaboration at all levels throughout all phases of the acquisition**
  - **Proactively identify emerging issues**
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